

# How Do I Find a Forester?

The Kentucky Division of Forestry employs service foresters throughout the state who provide on-site technical assistance to landowners. For questions regarding timber harvesting, landowners should contact the division at:

**Main Office**  
**627 Comanche Trail**  
**Frankfort, KY 40601**  
**(800) 866-0555**

or visit the Web site at  
<http://forestry.ky.gov>

The division also maintains five regional offices as listed in the section below. Landowners may contact the regional office nearest their location for assistance with forest management, planning for the future and monitoring harvesting operations.

# Where Are KDF Regional Offices Located?



## Kentucky Division of Forestry Regional Office Locations

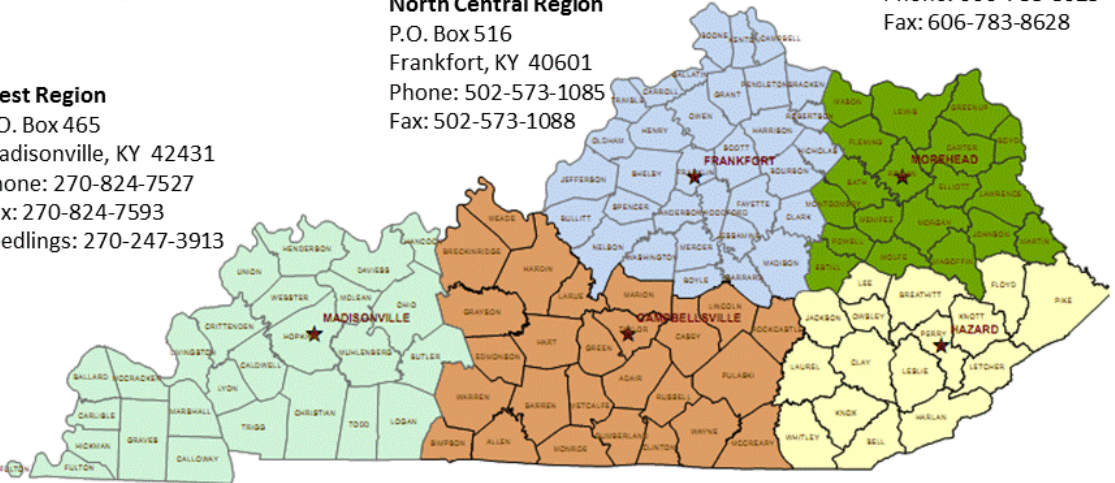
**West Region**  
P.O. Box 465  
Madisonville, KY 42431  
Phone: 270-824-7527  
Fax: 270-824-7593  
Seedlings: 270-247-3913

**North Central Region**  
P.O. Box 516  
Frankfort, KY 40601  
Phone: 502-573-1085  
Fax: 502-573-1088

**Northeast Region**  
255 Rodburn Hollow Rd.  
Morehead, KY 40351  
Phone: 606-783-8625  
Fax: 606-783-8628

**Central Region**  
120 Gaines Drive  
Campbellsville, KY 42718  
Phone: 270-465-5071  
Fax: 270-465-3575

**Southeast Region**  
154 Grand Vue Plaza  
Hazard, KY 41701  
Phone: 606-435-6073  
Fax: 606-435-6075



# Tips for Selling Your Timber

## A Guide for Kentucky Landowners

Considering a timber sale?  
Lost in your own woods?  
Want more money?

A professional forester will help you make more money from your timber sale, leave more trees for future harvests, protect soil and water resources, and improve visual impact during harvest. Contact the Kentucky Division of Forestry for more information.

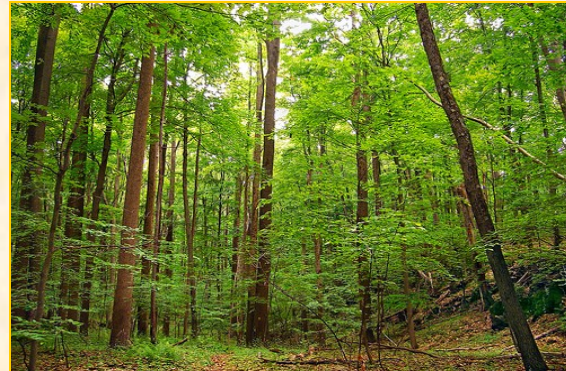
**Kentucky Division of Forestry**  
**Main Office**  
**627 Comanche Trail**  
**Frankfort, Kentucky 40601**  
**(800) 866-0555**



## Why Sell Timber?

Your forest land is a valuable asset and may represent one of the largest financial transactions you'll ever make. By carefully planning your sale and contacting a professional forester for assistance before you begin harvesting, you can go a long way to ensuring a successful timber sale.

There are many reasons why a landowner might choose to sell timber. Of course, many landowners sell timber for the purpose of generating income, but sometimes timber is harvested to salvage the value of trees that have been damaged by ice, wind, snow storms, wildfires, insects and disease.



Whatever the reason for harvesting, a professional forester can help you plan a harvest that will suit your objectives and maximize your income.

## How Can a Forester Help?

Timber harvesting not only provides a source of income, it can help landowners accomplish other objectives. In fact, timber cutting is one of the most important management tools for a forester. Proper forest management is accomplished by identifying and selecting the best trees for removal. Foresters are able to look at the overall species composition and determine

what type of harvest is needed and the forest's potential for regeneration. They can also provide guidance for establishing planting areas.

Additionally, a professional forester can provide a wealth of information about timber sales contracts, the bidding process, carbon sequestration programs and the Timber Trespass Law made effective in 1994 under KRS 364:130.

### Tip: Foresters Will...

- Maximize the present and future value of your timber by identifying trees that should be harvested and trees that should remain to regenerate the stand.
- Conduct an inventory of the trees for sale by species, number, quality and volume.
- Monitor the harvesting process to ensure that Best Management Practices (BMPs) are used to protect water quality.
- Provide samples of timber sales contracts and bids.
- Provide guidance regarding carbon sequestration.
- Advise landowners about timber trespass laws.



## How Do I Determine What Trees to Cut?

Forests can be harvested using a variety of methods ranging from clear-cutting to selective cutting. Clear-cutting involves cutting all of the trees in a particular area, whereas selective cutting involves cutting individual trees throughout the stand. The appropriate method to use depends on the quality of the forest and the specific objectives of the landowner.

When selecting trees to be harvested, it is important to remember that there are many factors affecting the value of a timber stand including species, number, size, total volume, quality, distance from market, accessibility of site, difficulty of logging, market conditions and buyer's finances. Therefore, the value of a stand of trees becomes whatever is agreeable between the buyer and seller.

Sellers should beware of timber buyers who offer to "selectively cut" their woods. Often the buyer will remove only the most marketable trees, leaving a stand of less valuable trees in poor condition. This type of cutting, known as "high-grading", removes not only the current value of the stand, but much of its future value too. Sellers should also beware of timber buyers who offer to buy all of the trees above a certain diameter. In most cases, diameter cutting is just another way of "high-grading" timber.

### Tip: Landowners Should Always...

- Identify objectives for their woodlands and research current market conditions.
- Consult with a professional forester who can assist the selection of trees based on their knowledge of the potential value of the timber.

## How Do I Choose a Quality Logger?



Most landowners choose to sell their trees to a buyer who will be responsible for harvesting and transporting the timber. This type of timber sale is referred to as selling stumpage. Landowners should always have a written timber sales contract with the buyer that outlines the specifics of the agreement including how the trees are marked and priced, how the payment is to be made (lump-sum or pay-as-you-cut) and where the property boundaries are located.

While loggers in Kentucky are regulated under the Kentucky Forest Conservation Act (KFCA) which requires a Master Logger to be on site and in charge on all commercial timber harvesting operations, landowners should be aware that they are

ultimately responsible for water quality protection on their land. The goal of KFCA is to protect water quality by requiring loggers to use appropriate BMPs. Although it is not required, landowners and loggers are encouraged to contact their local Kentucky Division of Forestry office to notify them of a commercial timber harvest. Division personnel will inspect the harvest to ensure the requirements under KRS 149.342 and KRS 149.344 are being met.

### Tip: Contracts Should Include...

- How the trees will be marked.
- How the sales price is determined.
- How the payment is to be made.
- Where the property boundaries are located.
- Written notification to adjacent property owners within seven days of starting the harvest.
- Documentation of landowner to retain all rights to carbon credits.